

**Condensed Title:**

Request for Approval to Award Contracts to Atlantic Florida East Coast Fertilizer and Chemical Co., Lesco, Inc., and Univar USA, Inc., the Lowest and Best Bidders per Line Item, Pursuant to Invitation to Bid (ITB) No. 10-07/08 for the Supply and Delivery of Fertilizers, Herbicides and Pesticides, in the Not to Exceed Annual Amount of \$240,000.

**Key Intended Outcome Supported:**

Well Maintained Facilities

**Supporting Data (Surveys, Environmental Scan, etc.):** Miami Beach Customer Survey indicates 81% of residents rated the appearance and maintenance of the City's public areas as either excellent or good.

**Issue:**

Shall the Mayor and City Commission approve the award of contracts?

**Item Summary/Recommendation:**

The purpose of this ITB is to establish a contract by means of sealed bid, for the purchase of fertilizers, herbicides and pesticides, from responsive and responsible vendors, at the lowest possible cost.

The City has the option to award per line item and to multiple vendors in order to achieve the best unit and total cost for the City. This Contract shall remain in effect for one (1) year from date of contract execution by the Mayor and City Clerk, and may be renewed by mutual agreement for two (2) additional years, on a year-to-year basis.


Based on the analysis of the bid received it is recommended that the contracts be awarded to Atlantic Florida East Coast Fertilizer and Chemical Co., Lesco, Inc. and Univar USA, Inc. as indicated in the attached Bid Tabulation sheet.

**THE ADMINISTRATION RECOMMENDS APPROVING THE AWARD OF CONTRACTS.**

**Advisory Board Recommendation:**

N/A

**Financial Information:**

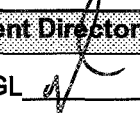



Source of Funds:		Amount	Account
 OBPI	1	\$40,000.00	Greenspace Management Account Number 011-0940-000343
	2	\$100,000.00	Miami Beach Golf Club Account Number 011-0970-000343
	3	\$100,000.00	Normandy Shores Golf Club Account Number 011-0975-000343
	Total		

**Financial Impact Summary:**

**City Clerk's Office Legislative Tracking:**

Gus Lopez Procurement Division Director @ 6641

**Sign-Offs:**

Department Director	Assistant City Manager	City Manager
KS _____ GL 	HMF  PDW 	JMG 

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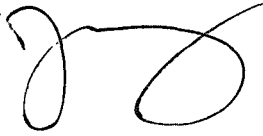


# MIAMIBEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, www.miamibeachfl.gov

## COMMISSION MEMORANDUM

TO: Mayor Matti Herrera Bower and Members of the City Commission

FROM: Jorge M. Gonzalez, City Manager 

DATE: January 28, 2009

SUBJECT: **REQUEST FOR APPROVAL TO AWARD CONTRACTS TO ATLANTIC FLORIDA EAST COAST FERTILIZER AND CHEMICAL CO., LESCO, INC. AND UNIVAR USA, THE LOWEST AND BEST BIDDERS PER LINE ITEM, PURSUANT TO INVITATION TO BID (ITB) NO. 10-07/08 FOR THE SUPPLY AND DELIVERY OF FERTILIZERS, HERBICIDES AND PESTICIDES IN THE NOT TO EXCEED ANNUAL AMOUNT OF \$240,000.00**

### ADMINISTRATION RECOMMENDATION

Approve the award of contracts.

### BID AMOUNT AND FUNDING

- \$40,000.00 Funding is available in Greenspace Management Account No. 011-0940-000343
- \$100,000.00 Funding is available in Miami Beach Golf Club Account No. 011-0970-000343
- \$100,000.00 Funding is available in Normandy Shores Golf Club Account No. 011-0975-000343

### KEY INTENDED OUTCOME SUPPORTED

Well Maintained Facilities.

### ANALYSIS

The purpose of Invitation to Bid No. 10-07/08 (the "Bid") was to establish a contract by means of sealed bids, for the purchase of fertilizers, herbicides and pesticides, for the Parks and Recreation Department of the City of Miami Beach, from responsive and responsible vendors, at the lowest possible cost. This contract shall remain in effect for one (1) year from date of contract execution by the Mayor and City Clerk, and may be renewed by mutual agreement for two (2) additional years, on a year to year basis, provided the successful bidder will agree to maintain the same price, terms and conditions of the contract.

The City has the option to award per line item and to multiple vendors in order to achieve the best unit and total cost for the City. The Bid requires the successful contractor to furnish all labor, material, equipment, supervision and transportation necessary to supply and deliver on an as-needed basis.

The Bid documents refer to manufacturer's name, brand name and model number for the purpose of establishing minimum requirement of level of quality, standards of performance and design required. Where equal products were bid, the Parks and Recreation Department found the products to be equal in quality, standards of performance and design to the item specified, except for item 2 of Group I, and item 1 of Group II, which were awarded to second lowest bidder (see attached bid tabulation).

The Bid was issued on May 19, 2008, with an opening date of June 20, 2008. Bidnet issued bid notices to Twenty-six (26) prospective bidders, and RFP Depot by Bidsync issued bid notices to seventeen (17) prospective bidders. Additionally, the Procurement Division also issued the bid notices to eleven (11) prospective bidders. This resulted in the receipt of bids from four (4) vendors.

### **CONCLUSION**

Based on the analysis of the bids received, the Administration recommends that the Mayor and City Commission approve the award of contracts per line item to Atlantic Florida East Coast Fertilizer and Chemical Co., Lesco, Inc. and Univar USA. See attached tabulation result.

### **ATTACHMENTS**

Tabulation Sheet and Product List.

**BID TABULATION**

			ATLANTIC FLORIDA EAST COAST		LESCO, INC.		UNIVAR USA INC		MANTEX DIV. OF NCH CORP.		
Products	Oty.	U/M	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total	
<b>GROUP I. GREENSPACE MANAGEMENT</b>											
1	<b>SEE LIST OF PRODUCTS ATTACHED</b>	50	gal	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	
2		50	gal	\$ 47.50	\$ 2,375.00	NO BID	NO BID	(1) \$25.90	\$ 1,295.00	\$ 54.75	\$ 2,737.50
3		30	gal	41.50	1,245.00	\$ 75.00	\$ 2,250.00	NO BID	NO BID	NO BID	NO BID
4		20	lbs	6.85	137.00	(2) 0.68	13.60	NO BID	NO BID	NO BID	NO BID
5		2,000	lbs	0.26	520.00	0.47	940.00	NO BID	NO BID	NO BID	NO BID
6		2,000	lbs	0.95	1,900.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
7		300	bales	25.90	7,770.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
8		10	gal	16.60	166.00	25.64	256.40	10.26	102.60	NO BID	NO BID
9		800	lbs	1.14	912.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
10		2,000	lbs	0.194	388.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
11		40,000	lbs	0.352	14,080.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
12		1,000	lbs	0.75	750.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
13		20	gal	18.50	370.00	27.67	553.40	15.90	318.00	NO BID	NO BID
14		10	gal	44.60	446.00	NO BID	NO BID	35.86	358.60	NO BID	NO BID
15		10	gal	70.60	706.00	86.16	861.60	NO BID	NO BID	NO BID	NO BID
16		10	lbs	38.85	388.50	103.75	1,037.50	NO BID	NO BID	NO BID	NO BID
17		10	lbs	34.90	349.00	47.13	471.30	NO BID	NO BID	NO BID	NO BID
18		2	gal	490.00	980.00	665.71	1,331.42	451.50	903.00	NO BID	NO BID
19		2	gal	369.40	738.80	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
20		5	gal	596.96	2,984.80	(3) 157.00	785.00	NO BID	NO BID	NO BID	NO BID

- (1) Lowest bidder quoted generic brand, which was not approved as equal to specified by Parks and Recreation Department due to performance issues based on a two month test of the lower priced generic brand by the Miami Beach Golf Club Staff with the product having poor results.
- (2) Bidder changed line item description on proposal form. Deemed non-responsive.
- (3) Lowest bidder has withdrawn their bid. Bidder submitted wrong price.

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**BID TABULATION**

Products	Qty.	U/M	ATLANTIC FLORIDA EAST COAST		LESCO, INC.		UNIVAR USA INC		MANTEX DIV. OF NCH CORP.	
			Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total
21	10	gal	20.00	200.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
22	1,000	lbs	0.22	220.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
23	8	gal	\$ 40.10	\$ 320.80	NO BID	NO BID	\$ 32.55	\$ 260.40	NO BID	NO BID
24	10	gal	30.15	301.50	27.34	273.40	26.30	263.00	NO BID	NO BID
25	40	lbs	2.20	88.00	2.76	(4) 110.40	4.40	176.00	NO BID	NO BID
26	40,000	lbs	0.404	16,160.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
27	100	bales	(2) 20.00	2,000.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
28	30	bags	9.00	270.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
29	30	bales	27.00	810.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
30	40,000	lbs	0.429	17,160.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
31	4	case	328.00	1,312.00	550.87	2,203.48	401.40	1,605.60	NO BID	NO BID
32	40,000	lbs	0.355	14,200.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
33	50	lbs	0.85	42.50	1.00	50.00	0.48	24.00	NO BID	NO BID
34	40,000	lbs	0.409	16,360.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
35	1	oz	82.49	(4) 82.49	108.46	(4) 108.46	NO BID	NO BID	NO BID	NO BID
36	10	gal	18.46	184.60	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
37	10	gal	30.15	301.50	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
38	500	lbs	1.08	540.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
39	40,000	lbs	0.444	17,760.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
40	2,000	lbs	1.35	2,700.00	2.67	5,340.00	NO BID	NO BID	NO BID	NO BID

SEE LIST OF PRODUCTS ATTACHED

- (2) Bidder changed line item description on proposal form. Deemed non-responsive.
- (4) Total shown on bid tabulation differs from bid submitted due to different unit of measure proposed by Bidder(s).  
 Line Item 25: Lesco submitted price for 50 lb bags.  
 Line Item 35: Atlantic submitted 1.25 oz bottle, Lesco submitted 1.33 oz bottle. Prices were converted to 1oz unit of measure.

**BID TABULATION**

			ATLANTIC FLORIDA EAST COAST		LESCO, INC.		UNIVAR USA		MANTEX DIV. OF NCH CORP.		
Products	Qty.		Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit price	Total	
<b>GROUP II. MIAMI BEACH GOLF CLUB</b>											
1	<b>SEE LIST OF PRODUCTS ATTACHED</b>	50	gal	\$ 47.50	\$ 2,375.00	NO BID	NO BID	(1) \$ 25.90	\$ 1,295.00	NO BID	NO BID
2		30	gal	30.15	904.50	27.34	820.20	26.30	789.00	NO BID	NO BID
3		2	tons	520.00	1,040.00	943.20	1,886.40	NO BID	NO BID	NO BID	NO BID
4		2	tons	1,354.00	2,708.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
5		2	tons	1,142.00	2,284.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
6		25	bags	79.23	(4) 1,980.75	NO BID	NO BID	109.65	2,741.25	NO BID	NO BID
7		88	tons	189.50	16,676.00	527.20	46,393.60	NO BID	NO BID	NO BID	NO BID
8		60	lbs	54.50	3,270.00	77.00	4,620.00	NO BID	NO BID	NO BID	NO BID
9		2	tons	440.00	880.00	385.20	770.40	NO BID	NO BID	NO BID	NO BID
10		108	gal	43.96	4,747.68	46.10	4,978.80	NO BID	NO BID	NO BID	NO BID
11		20	gal	47.58	951.60	(1) 29.07	581.40	36.00	720.00	NO BID	NO BID
12		30	bottle	82.49	(4) 2,474.70	108.46	(4) 3,253.80	NO BID	NO BID	NO BID	NO BID
13		3	tons	1,400.00	4,200.00	1,316.00	3,948.00	NO BID	NO BID	NO BID	NO BID
14		40	tons	577.68	23,107.20	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
15		15	tons	540.00	8,100.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
16		15	tons	718.00	10,770.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
17		25	bags	102.50	2,562.50	107.50	(4) 2,687.50	NO BID	NO BID	NO BID	NO BID
18		54	gal	83.84	4,527.36	45.17	2,439.18	NO BID	NO BID	NO BID	NO BID
19		150	lbs	5.90	885.00	9.46	1,419.00	NO BID	NO BID	NO BID	NO BID

- (1) Lowest bidder quoted generic brand, which was not approved as equal to specified by Parks and Recreation Department due to performance issues based on a two month test of the lower priced generic brand by the Miami Beach Golf Club Staff with the product having poor results.
- (4) Total shown on bid tabulation differs from bid submitted due to different unit of measure proposed by Bidder(s).  
 Line Item 6: Proposal Form requested 7.73 lb bag, Atlantic submitted 10 lb. bag. Atlantic's unit price converted to 7.73 lb unit of measure.  
 Line Item 12: Atlantic submitted 1.25 oz bottle, Lesco submitted 1.33 oz bottle. Prices were converted to 1 oz unit of measure.  
 Line Item 17: Atlantic submitted price for 10 lb. bag; Lesco submitted price for 1 lb. bag. Lesco's unit price converted to 10 lb unit of measure.

**BID TABULATION**

Products	Qty.		ATLANTIC FLORIDA EAST COAST		LESCO, INC.		UNIVAR USA		MANTEX DIV. OF NCH CORP.	
			Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit price	Total
20	54	gal	15.00	810.00	46.10	2,489.40	NO BID	NO BID	NO BID	NO BID
21	50	gal	47.50	2,375.00	NO BID	NO BID	(1) 25.90	1,295.00	NO BID	NO BID
22	10	bags	155.00	1,550.00	245.50	2,455.00	160.00	1,600.00	NO BID	NO BID
23	32	Lbs	NO BID	NO BID	41.36	1,323.52	NO BID	NO BID	NO BID	NO BID
24	5	tons	950.00	4,750.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
25	60	gal	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
26	60	gal	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
27	60	gal	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
28	30	tons	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
29	6	tons	818.00	4,908.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
30	5	tons	718.00	3,590.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
31	120	gal	(5) 16.20	1,944.00	56.80	6,816.00	NO BID	NO BID	NO BID	NO BID
32	60	gal	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
33	60	gal	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
34	60	gal	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
35	60	gal	47.50	2,850.00	NO BID	NO BID	(1) 25.90	1,554.00	NO BID	NO BID
36	40	tons	577.68	23,107.20	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
37	20	tons	766.00	15,320.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
38	44	tons	189.50	8,338.00	527.20	23,196.80	NO BID	NO BID	NO BID	NO BID

SEE LIST OF PRODUCTS ATTACHED

- (1) Lowest bidder quoted generic brand, which was not approved as equal to specified by Parks and Recreation Department due to performance issues based on a two month test of the lower priced generic brand by the Miami Beach Golf Club Staff with the product having poor results.
- (5) Lowest bidder has withdrawn their bid. Different product was proposed by mistake.

## PRODUCT LIST

### GROUP I – GREENSPACE MANAGEMENT

<u>Item</u>	<u>Description</u>
1.	Round-up T-O, 18% Concentrate, (2-1/2) gallon containers)
2.	Round-up Pro, 41% Concentrate, (2-1/2 gallon containers)
3.	Dursban 2E (1gallon containers)
4.	Iron Chelate Geigy 138 (5 pound bags)
5.	Magnesium sulfate water soluble, Epsom salts 9.65% Mg (5 pound bags)
6.	Diazinon, granular (25 pound bags)
7.	Peat Moss, Canadian, (6 cubic feet compresses/bale), 100 bales per delivery
8.	Non-Ionic Spreader Sticker (1-gal. cont.)
9.	Osmocote 14-14-14 (40 pound bags)
10.	Milorganite (50 pound bags)
11.	16-4-8 with micro elements, 50% sulfur coated urea potassium (50 pound bags)
12.	Techmangam ,Manganese sulfate soluble 27.8%, Min. (50 lb. bags)
13.	MSMA Turf Herbicide (2-1/2 gal. cont.)
14.	Trimec Plus Turf Herbicide, (2,4-D+ Mecoprop + MSMA+ Dicamba) (1 or 2-1/2 gal. cont.)
15.	Surflan Liquid Herbicide (1 or 2-1/2 gal. cont.)
16.	Chipco 26019 Wettable Powder, Turf fungicide
17.	Banrot Fungicide WP, (15% Ethanazol, 25% thiophanate Methyl)
18.	Subdue 2E Fungicide
19.	Mavirk Aquaflow Insecticidel
20.	Avid 15 EC Insecticide
21.	Keyplex 350 (Liquid minor element mixture)
22.	Ammonium sulfate (21-0-0)
23.	Cygon 2E (1 gal. containers)
24.	Blazon Spray colorant, (2-1/2 gal. containers)
25.	Snail Bait, 3.25% Metaldehyde, 4.25% Carbaryl (50 lb. bags)
26.	Palm Special Fertilizer 12-4-12 #53-4216, 50% of N & K slow release form, 6 units Sulfur coated urea and 6 units sulfur coated Potash (4% Magnesium, 1.5% Manganese, 1.355 Fe)
27.	Grace Metro Mix 500
28.	Pertlite-Horticultural grade (4cu. Ft. bags)
29.	Pro- Mix bx (5.5cu. ft compressed bales)
30.	8-2-12 +4% Mg with macronutrients, 100% of Nitrogen, Potassium and Magnesium should be in controlled Release form and micronutrients should be in sulfate or chelate (Iron only) form
31.	Merit 75 WSP insecticide (4 packets per case) (1.6 oz packets)
32.	12-06-08 landscape special # 5231with micro elements; Chlorine-2.00% Magnesium 2-41% Copper-08% Iron-1-00%, sulpjur-6.00 boron-02% (50lb)
33.	Talstar granular insecticide Bifenthrin 0.2.5
34.	8-4-12 improved palm special # 6878 Nitrogen, potassium and Magnesium should be in controlled release form and micronutrients should be in sulfate or chelate (Iron only) form (50 lb. bags)
35.	Mange
36.	Feragro Chelated nutritional spray
37.	Blue Alert (1-gal containers)
38.	PFI 20-20-20: Professional water soluble
39.	16-04-16 Special mix # 5629, All ingredients should be derived from sulfate, 50 lb. bags
40.	Ronstar-G Herbicide, 50 lb. bags



## PRODUCT LIST

### GROUP II – MIAMI BEACH GOLF COURSE

<u>Item</u>	<u>Description</u>
1.	Round-up pro
2.	Blue Dye
3.	Epsom Salt
4.	Potassium Nitrate (13.75-0-440)
5.	Technagnium
6.	Orthene
7.	Gypsum
8.	Prostar
9.	Iron Sulfate
10.	Daconil
11.	Trimec Southern
12.	Manage
13.	Chlorphyrifos Gr. Pro
14.	4-2-17-3.3mg-2-65s MN 0.32 Fe 1.42-BO.04
15.	Milorganite Greens Grade
16.	M O-O-22 Standard Grade
17.	Lesco-Fate (Orthene) (10 lb. bag)
18.	Echo Fungicide
19.	Cease Fire Ant Bait
20.	Manicure
21.	Round-up
22.	Top Choice (50 lb. bags)
23.	Pro Maxx
24.	10-20-0
25.	Gator gold High Mn
26.	Gator Mag Nite
27.	Nutri Maxx
28.	15-3-15 w/ronstar
29.	8-4-12
30.	Spm 0-0-22 Green Grade
31.	Duplex Wetting Agent (120 gal)
32.	CPR (color, performance, roots 1-0-4 (2½ gallon containers)
33.	PK pls (3.21-18) (2½ gallon containers)
34.	Tuff-Tuff (1-0-14) (2 ½ gallon containers)
35.	Round-up pro-(2 ½ gallon containers)
36.	04-02-17 Granular Fertilizer
37.	04-02-16 Granular Fertilizer
38.	Gypsum